

Message Text

UNCLASSIFIED

PAGE 01 BAGHDA 00349 041123Z

73

ACTION NEA-09

INFO OCT-01 EUR-12 ISO-00 EB-07 DOTE-00 /029 W

----- 111596

R 291050Z MAR 75

FM USINT BAGHDAD

TO SECSTATE WASHDC 1829

INFO AMEMBASSY BEIRUT

AMEMBASSY BERLIN

AMEMBASSY COPENHAGEN

USDOC WASHDC

UNCLAS BAGHDAD 349

USDOC FOR CAGNE/VAN ROBERTSON

E.O. 11652: N/A

TAGS: BTRA, ETEL, IZ

SUBJECT: US FIRM FAILS WIN COMMUNICATIONS CONTRACT WITH RAILWAYS

REF: (A) BAGHDAD 677; (B) BAGHDAD 297

1. EDWARD G. FROST, PRSIDENT, FROST COMMUNICATIONS, ROCKVILLE MARYLAND (TELEPHONE 301-881-7455) DEPARTED BAGHDAD FOR HOME MARCH 28 AFTER FAILING WIN CONTRACT SUPPLY RADIO-TELEPHONE COMMUNICATIONS SYSTEM FOR IRAQI REPUBLICAN RAILWAYS (IRR). FROST HAS BEEN IN BAGHDAD SINCE MARCH 12 AT IRR INVITATION TO NEGOTIATE CONTRACT FOR WHICH ONLY THREE OTHER FIRMS WERE STILL IN CONTENTION(NAMES NOT KNOWN BUT ARE FROM EAST GERMANY, SWEDEN AND DENMARK. FYI: ALL KNOWN RECENT COMMUNICATIONS SALES TO IRR WERE FROM EAST GERMANY.

2. ACCORDING FROST, WHO IS FREQUENT CONTACT WITH USSNT DURING VISIT, IRR HAD SLREADY DRAFTED AWARD NOTICE TO HIM WHEN THIS DECISION WAS SUDDENLY REFERSED ON WHAT FROST INFERS TO BE POLITICAL GROUNDS (HE SURMISES CONNECTION WITH SUSPENSION OF US MIDEAST PEACE EFFORT) AND CONTRACT WAS AWARDED TO DANISH FIRM.

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3. FROTS DISAPPOINTED TO HAVE LOST 7.5 MILLION DOLLAR

CONTRACT BUT IS TTUDYING OTHER POSSIBLE SALES LEADS.
RECOMMEND USDOC KEEP IN TOUCH WITH HIM.
LOWRIE

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
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Draft Date: 29 MAR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
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05 JUL 2006

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